THE 5 LEADERSHIP BLINDSPOTS YOU SHOULD BE PAYING ATTENTION TO NOW

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A Sandler Training Company
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WHO WE ARE

Sandler is a full-service professional development and training organization serving large multi-national companies as well as small to mid-sized businesses. We offer a range of results-driven training solutions designed to address challenging business issues in sales, management and leadership, powered by reinforcement. These solutions are accessible via multiple delivery modalities, including in-person instructor-led, virtual instructor-led, and Online On-Demand, to give our clients the flexibility to learn when, where, and how, it makes sense for them.

Our headquarters is located in Franklin, MA and we have been a part of the Sandler network for over 24 years.
# Solving Tough Sales & Sales Leadership Challenges

<table>
<thead>
<tr>
<th></th>
<th>People</th>
<th>Process</th>
<th>Pipeline</th>
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<tbody>
<tr>
<td>01</td>
<td>Worried the people they have may not be the right people. Unsure if the</td>
<td>Lack a consistent sales (or hiring, leadership, sales management) process that</td>
<td>Worried the pipeline is full of less than ideal prospects or have unclear picture as to when these</td>
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<td>people they do have are in the right seats. Unclear role expectations</td>
<td>is easily identifiable and known by all people. Late (for many reasons) to shift their process to</td>
<td>will close. Experiencing delays and stalls in the pipeline due to lack of skill, behavior,</td>
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<td>leading to performance issues.</td>
<td>current environment.</td>
<td>expectations and effective account mapping.</td>
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04 Purpose
Concerned you or your people lack conviction for what you do. This includes not communicating your mission or vision, or even lacking one or both. Most people come to work not knowing the "WHY".

05 Passion
Fearful that you and/or your people lack the energy to drive through the challenges you face. Without passion, you and your company end up going through the motions.
WHAT TO EXPECT

01 You
02 Your People
03 Your Company
04 Your Customers
05 Your Prospects
QUESTION TO THINK ABOUT...

WHAT'S ONE THING YOU ARE STRUGGLING WITH AS A LEADER NOW?
HOW DO YOU FEEL ABOUT...

Your Team's

Personal Presence
Prospecting
Pipeline
Performance
Profit Potential
HOW DO YOU FEEL ABOUT...

Your Organization's

Planning
Positions
People
Pipeline
Process
Performetrics
Passion

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Why 'insert' fails?!
BEHAVIOR IS THE ENGINE

New behaviors vs. old behaviors
Consistency is key
Expectations
SMARTER goals
TRACK
QUESTIONS TO THINK ABOUT...

WHAT'S ONE BELIEF YOU NEED TO CHANGE?

WHAT'S ONE BELIEF YOUR PEOPLE NEED TO CHANGE?
DEFINE YOUR PLAYBOOK

Your job is to help your people be successful either with you or somewhere else. If you want them to be successful, you have to show them the way. Most organizations lack a common system, methodology, playbook and talk tracks.
It Starts With You.

Compassion
Vulnerability
Accountability
Vision
Thank You & GO LEAD!

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